

78

25X1

Experience has shown, however, that a recruiter is able to function best when located in the center of activity in his territory. He has more time and opportunity to develop productive contacts with faculty and placement officials at universities and with military, industrial, and other non-academic sources. It is also possible to respond to applicants on a more timely basis if an office is located in a recruitment territory. Timely response is, of course, a critical factor in recruitment, particularly when dealing with applicants in hard-to-get categories. At present, for reasons of economy, a Headquarters-based recruiter will wait until he has obtained enough inquiries from an area to justify a trip. If he is located in the area, however, his response to local applicants is immediate. He is also able to respond more rapidly to candidates from outside the local area simply because he is closer than he would be if based in Washington, D.C.

25X1

Approved For Release 2003/04/17 : CIA-RDP81-00142R000300090004-9

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25X1 SUBJECT: Establishment of Recruitment Office in [REDACTED]

It is strongly recommended that this request to establish a recruitment office [REDACTED] be approved.

25X1

F. W. M. Janney
Director of Personnel

APPROVED:

ILLEGIB
[REDACTED]

Deputy Director for Administration

Distribution:

Orig - DDA

2 - DDA Chrono Subject

1 - D/Pers

1 - B&F/OP

1 - DD/Pers/R&P

1 - C/RD

1 - [REDACTED]

1 - RD/Chrono

(6 Mar 78)

☐ UNCLASSIFIED

☐ INTERNAL
USE ONLY

☐ CONFIDENTIAL

☐ SECRET

Approved For Release 2003/04/17 : CIA-RDP81-00142R000300090004-9
ROUTING AND RECORD SHEET

SUBJECT: (Optional)

Establishment of Recruitment Office

FROM: F. W. M. Janney
Director of Personnel
5E58 HQS

EXTENSION NO.

DATE 28 MAR 1978

TO: (Officer designation, room number, and building)

DATE

OFFICER'S
INITIALS

COMMENTS (Number each comment to show from whom to whom. Draw a line across column after each comment.)

RECEIVED FORWARDED

1. EO/DDA
7D24 HQS

3/29

[Handwritten initials]

DD/A Registry
File 04M-5

2. ADDA

30 MAR 1978

[Handwritten initials]

3. DDA
7D24 HQS

30 MAR 1978

Makes sense --

4. *[Blank]*

5. *D/Personnel*

6. *Off. Mr. Janney*

7. *5E58 HQS*

8. *[Blank]*

9. *[Blank]*

10. *[Blank]*

11. *[Blank]*

12. *[Blank]*

13. *[Blank]*

14. *[Blank]*

15. *[Blank]*

To S

Fred,

A very good

presentation